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The International Shoe and Leather Weekly



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LEATHER and SHOES

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No. 6

FEATURES

NEW DEVELOPMENTS

8

THE NEWS

SHOW, PRICE LID SUSPENSION DRIVE SLOWS

JULIAN B. HATTON KILLED IN CRASH

NEW ENGLAND SHOE OUTPUT DOWN IN '51

U. S. LEATHER NEARS COMPLETE LIQUIDATION

ARMY NEGOTIATING BOOT ORDER

DEPARTMENTS

Editorial	4	Person to Person	20	Hides and Skins	24
Stylescope	6	Leather Markets	21	News Quicks	29
News X-Ray	12	Tanning Materials	23	Deaths	32 and 34
News	14			Advertisers' Index	34

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BEWARE OF THE BULL

Hide market on the upgrade again—but tanners should be wary

The latest re-entry of hides and skins into a bullish market has led many tanners to up their prices on leather. The necessity of this move seems obvious since tanners have been operating on a thinning profit margin for some time and must cover themselves on replacement costs. Yet any tanner who is "taken in" by the temporary bullish trend of the rawstock market and attempts to capitalize by jacking his leather lists may well find himself crying for business later when the market reverses itself.

And reverse itself it must. Try as they may, experienced leather men cannot find a single solid justification for recent increases in hide and skin prices.

Though lacking justification, the fact remains that rawstock prices have shown definite strength in the past three weeks. It is because of this strength, justified or otherwise, that some tanners have been misled into pricing their leathers on a full replacement basis or better. These tanners are inviting trouble for the leather industry at a time when it can ill afford a setback.

Face the Facts

At this time, before the trend becomes a movement, the movement a wave, responsible members of the industry would do well to examine the facts. Once these are separated from the inevitable trade rumors and "jump on the bandwagon" attitude which feed inflation once started, tanners and their customers can face the remaining months of the year on a mutually understanding basis.

In the past three weeks, light native cows have risen an average of one-half cent weekly, from 17½ cents per pound to 19 cents. Late last week, they receded slightly to 18½c.

In itself, such an increase is not unusual. Quality of rawstock at this time is good and even a moderate buying demand by tanners might stimulate market increases. What makes the current increase suspicious

Land S Editorial

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is the almost complete lack of healthy tanner interest.

Why then the increases? A good question. Several theories are available. One of the more accepted is the recent strength of the hide futures market. This, in turn, has stimulated a moderate amount of dealer and speculative interest in the spot market. Add some seasonal buying by specialty tanners who traditionally court higher prices by their emphasis on quality hides, always limited in supply, and you have a fair enough idea of why packers have upped their hide prices.

Whatever the reason, the inescapable fact remains that the long-term outlook for the hide and consequently leather market is down, not up. The tanner who ignores this fact and tries to cash in for the moment may scare away much of the business he ordinarily would have received once the market seeks its true level. Here's why!

First and foremost, let's examine the supply outlook. Inspected cattle slaughter in the first six months of 1952 totaled 8,142,000 head or almost five percent above the 7,769,000 head slaughtered in the same 1951 period. In July 1952, cattle slaughter was up 16.1 percent over last year.

Last year, cattle population rose to a record 88 million head, six million above 1950. It was credited chiefly to an eight percent reduction in cattle kill. This year, the Bureau of Agricultural Economics estimates another increase of four to five million head up to 92 or 93 million head despite the return of slaughter rate to normalcy. Hardly an indication of any shortages ahead.

And this isn't all. The unexpected drought with widespread loss of forage crops has led many cattlemen to speed shipment of cattle to market. This coupled with the capacity of the American public to purchase and consume more meat, particularly if meat prices drop a bit, points to a heavier than normal slaughter in the next few months.

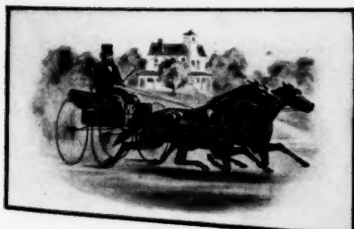
And still another factor. The Tanners' Council points out that the number of cattle on feed at the beginning of July was the largest on record. Thus feeders will not be able to handle a good part of the grass cattle they soon will receive. The only solution is a greater flow into slaughter centers. Add this to the fact that domestic cattle slaughter ordinarily reaches its peak in the 3rd quarter of each year and you have a fair picture of the supply situation.

Tanners Go Along

Naturally, almost all tanners have gone along with hide and skin increases to the extent of trying to cover replacement costs. In the past two weeks, leather prices have risen as much as five cents. Heavyweight calf is now quoted at this advance. Lightweight sole leathers are being offered at substantial increases. Most side leathers are listed higher.

Part of these advances is to be expected. But the danger signs have already been flashed. Leather buyers are beginning to show more and more resistance to higher prices. Despite the fact that most shoe factories are planning on a busy fall, they are not planning on higher raw material costs. If the squeeze becomes too tight, if leather once again soars out of their price range, they won't blink an eyelash before switching to less expensive materials.

Most tanners are well aware of this. Those who aren't would do well to re-examine the facts, avoid the mistake of succumbing to the "bull" in the current bullish market.



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Stylescope

SHOE FASHION NEWS AND TRENDS

Paris beginning to worry about pump phobia. A special report from that leading style center states there is growing concern over fact that women insisting more and more upon closed pump. The report continues that this same wave of conservative buying has passed over United States, but during its too-long popularity business suffered. (We hope that it has "passed over" this country.) It is not a stimulating influence, and makes the careful buyer all too cautious and ready to "make do" with one pair of pumps that "matches everything" rather than be tempted to go out in search of a new line.

There is too much of a sameness and too apparent lack of inspiration, judging by shoe models recently presented with Paris couture. The light, soft-toed pump with variation in trim is prime favorite. Glove-fitting smoothness is best-selling slogan, and closed look shoes predominate.

Present Paris dress collections indicate subtle return to fashion of 1920's. This is echoed in footwear. Beige kid, not seen since the 20's, now revived strongly as reminder that fashion is reverting to that era. Perugia makes beige-kid pumps for Schiaparelli; Mancini is responsible for featherweight, soft-toed pump seen at Balmain; Casale shows sand-colored suede with soft line of bias cut bandage effect holding the foot. Both beige kid and beige lizard being widely promoted for street wear, both in the closed pump and low-heeled slipper model that so many French women are adopting for day.

The short evening dress has fought a long battle, and won. What type of evening shoes will be best suited to this new length? Attention will be attracted to front of foot and heel, eliminating every fancy type of ankle tie and busy thongs. Casale feels ankle bracelet will be popular again, and already he has received many orders for his black suede afternoon model with this fastening.

Backless shoes are gaining importance in spite of much opposition by many people. Now perfected, the woman who has tried them out finds that they really do hold the foot. Single or double band across vamp is so shaped as to support foot and stay on, so that this line is proving a good seller, both for day and evening, although it does not afford much variety. Difference of trim is chief selling point. Black patent embroidered on light ground; colored leather motifs in definite flower or stylized pattern sewn on with invisible stitching are featured by Casale, who

displays many of these backless models. Many designs look like tapestry work, as the colors chosen are soft and faded; others have single band of multi-colored strips of leather set vertically.

Beading appears again on satin and suede, another proof of the 1925 revival. Very fine bead work, like that seen on bags is now transposed to shoes. Anglisano uses tiny little yellow glass beads on a beige satin and gold kid evening sandal, with same beading covering the high heel. Black satin is beaded in much the same way with all-over steel beads. Casale uses bronze-beaded band on front of bronze kid slipper. This shining trim should be an excellent contrast to dull-surfaced crepes and chiffons, and would serve to dress up heels, which is necessary.

Mancini makes little flat-heeled gold and silver slippers for evening in contrast to many of the high, straight heels for day. His specialty is pumps, with simple but beautifully worked variations of topline trim. Jacques Fath, who has always shown very high spike heels with his clothes, has chosen a 2½-inch Louis XV heel created by Charles Jordan for both his day and evening pumps.

New, patented tannage, called "Politan," developed by John R. Evans & Co. Features unique grain, great porosity and absorption, dries out soft when wet. Both

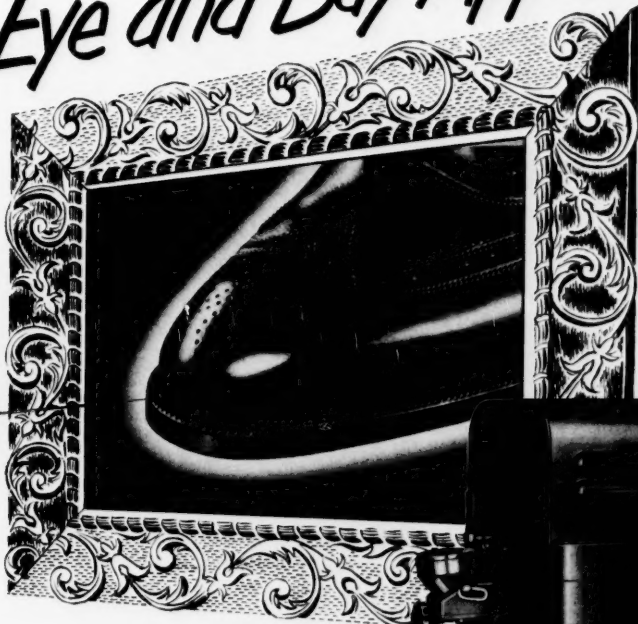
sides of the leather have soft, silky look and feel, making Politan good for both lined and unlined shoes. Pictured at top is cork-platformed Floater by Turian, made of Politan and lined with Evans' lining kid. The controlled stretch of Politan makes it ideal for this type of footwear. At the bottom is a Capezio pump with tapered toe and sweetheart heel, made in



Politan in black and several fashion colors.

Rosalie Margulies

Extra Eye and Buy Appeal...



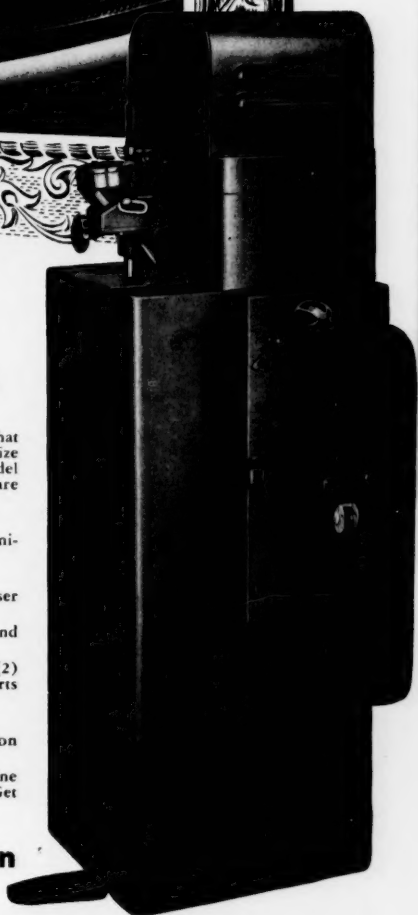
in Your Shoes with THE NEW GOODYEAR WELT Indenting Machine—Model C!

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For better results and low maintenance, the Goodyear Welt Indenting Machine — Model C deserves a prominent place on your equipment replacement list. Get complete details from your United representative.

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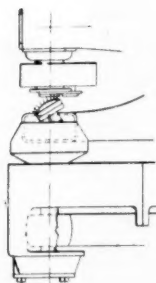
NEW DEVELOPMENTS

What industrial science is doing to improve the job

COMPOSITE BOTTOM ROUGHING MACHINE

Something new in sole roughing is offered in this machine. This new one corrects several faults of existing machines. These corrections include a roughing tool control that is direct rather than indirect, owing to a direct drive; a versatile positioning of the roughing tool; and a roughing tool adaptable not only for outsoles but for insoles, and even upper leather.

The roughing tool may be swung into the clear so that the work may be inspected easily, due to an adjustable feature of the top shaft. In other words, the entire top shaft housing may be swung either to right or left pretty much as is possible with the



arm of a Clicking machine. The only difference is that on this new machine, the arm may be locked in any desired position.

This machine makes simple the substitution of any kind of roughing tool, thus making it possible to rough any kind and grade of leather, especially upper leather, all with the same machine so sturdily designed as to give indefinite service.

Source: Aktiebolaget Alona (a company), Orebro, Sweden; U. S. Pat. No. 2,544,370.

ROUGH ROUNDER CHAMFER KNIFE

Illustrated here is an attachment for the UR&C, the Universal Rough Rounding and Channelling Machine. The attachment may be best described

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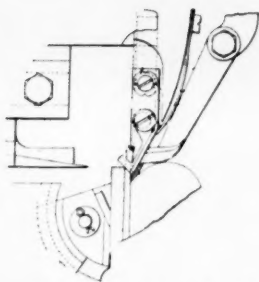
New York 16, N. Y.



as a chamfer device for assuring clean cutting of the Rough Rounder chopping knife.

A reference to the chamfer device used on the Economy Channelling Machine to bevel-cut the grain edge of the insole is helpful. No doubt this idea of using a chamfer on the Rough Rounder originated with the Economy Channeller.

The purpose of the chamfer knife device in this machine is to compensate for the failure of the chopping knife to do a clean cutting job. Sometimes this machine is worn and poorly adjusted so as to perform in-



accurately in the cutting work, which means ragged edges that have to be

knifed off by a hand operation before Goodyear stitching.

As one faces the machine, this chamfer knife is fitted to the lefthand side of the feed point so that as the work passes from right to left, its rounded edge cannot miss the chamfer knife constantly in the kerf of the rounding or chopping knife cut.

The feature of this chamfer knife device is its constant efficiency occasioned by absolutely no loss of feed, as the entire device is operated by the action of the powerful and cam-operated feed motion. In many respects this resembles a clamp feed action, hence an ideal relationship on which to attach this chamfer device.

Source: United Shoe Machinery Corp., Boston; Pat No. 2,540,197.

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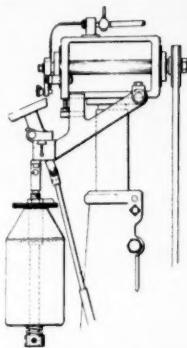
*Reg. U. S. Pat. Off.

WELT INDENTING MACHINE

This is new type of Welt Indenting and Burnishing Machine. It is extremely simple and efficient.

In principle, the machine comprises a support table positively fed around by a kind of toggle or universal joint directly from the drive, illustrated. The mechanism controlling the operation of the indenting action is also driven from the same source, though more directly to the motor on this individually motor-driven machine.

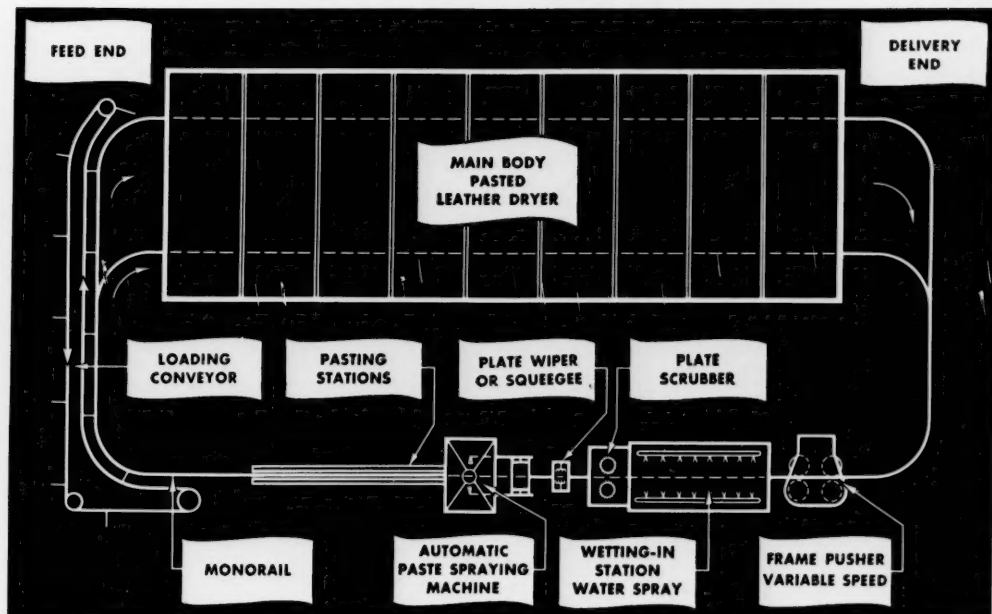
A rack and spring arrangement control the indenting pressure, all this from beneath the table.



The big feature of this machine is the substitution of a powerful eccentric motion operating directly on the indenting tool lever. This substitution does entirely away with the series of hammer heads whose din made the former machine one of the noisiest in the trade. And this substitution eliminates much of the common chewing up of the welt with the old machine.

(Continued on Page 31)

Automatic WASHING and PASTING SEQUENCE...



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By installing automatic washing and pasting sequence equipment—sold exclusively through Proctor and Schwartz—modern tanners are cutting production costs. At the same time they are obtaining more uniform results.

The sequence follows an orderly, efficient procedure. After a worker strips the dried leather from a plate and manually moves the frame to the pushing device, which is provided with variable speed, the operation is continued automatically at a speed to conform to the drying time of the leather.

The frames move through the wetting-in station where the paste is softened on the plates. Next, a plate scrubber removes the wet paste and other particles. An automatic squeegee, or wiper, removes excess water from the plates. From there, the plates

move through a paste spraying machine which sprays paste uniformly on both sides of the plate, the area being subjected to both horizontal and vertical control.

Leather is then applied directly to the boards and slicked out while moving toward the feed end of the machine. The plates with leather pasted on them are automatically picked up by a loading conveyor and delivered into a frame moving mechanism at the feed end of the dryer.

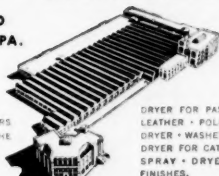
This sequence of operations insures clean plates, more uniform results and lower production costs.

For additional information on the automatic washing and pasting sequence—or leather drying equipment—write to Proctor & Schwartz.

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The Aulson loading conveyor, plate washer, plate wiper and paste sprayer—used separately or in sequence with pasted leather dryers—are sold exclusively by Proctor and Schwartz, Inc.



Talk of merger between two of country's largest retail shoe chains—Melville Shoe Corp. and Miles Shoes, Inc.—still rife. Melville officials refuse to talk as yet but best indications are that deal is about completed. If so, Melville will probably take over Miles on share for share basis but retain the Miles name.

Miles does 50% of its business in women's shoes, also has a good children's following. It has 72 wholly-owned subsidiaries operating stores outside New York City, another 102 companies holding leases or titles to stores subleased to Miles and subsidiaries. Miles' dollar sales last year totaled \$24 million against \$22 million in 1950. Earnings were \$1,415,539 against \$1,230,649 in previous year.

British custom-made men's shoes, once a thriving business and one of England's oldest crafts, now a dying field. So say London manufacturers of hand-made shoes. Reason is the shoes, until now a must in the wardrobe of the average middle class British city dweller, now far too expensive for his pocketbook. As one famous London craftsman puts it, average Britisher made "special effort" hitherto to find the extra money for a pair of "made to measures." Now increased wages and material costs in industry have forced handmade shoe prices up to level where only well-to-do can afford them. Shoes now bring about \$28 a pair, double the price of good machine-made shoes in England.

Fight by OPS to remain in existence not fully realized by industry-at-wide. Agency's budget has been pared to the bone by Congress. Financial situation more than anything else may accomplish what business management has been unable to bring about—the end of OPS.

Agency must release about one-half its employees over the country by Sept. 1. This means about 650 persons in Washington offices and another 5,200 in 13 regional and 84 district offices will be dropped. Included are business specialists, attorneys, investigators, writers, and management technicians as well as clerical help. After Labor Day, OPS offices will be comparatively deserted.

Likelihood is that OPS will continue to drag on for remainder of 1952. Neither party wants responsibility of "killing" the agency entirely during an election year. Thus shoe industry, still saddled by price controls

despite continued efforts to have them removed, may have long-drawn fight on its hands—and the annoyance of controls still dragging on all sales programs.

Prospect for removal of shoe price control appeared good until this week. Somehow, several members of OPS suspension committee have changed mind overnight (see lead news story, page 14). Where committee was agreed that suspension was in order, some members now appear to be hedging. Whether suspension will go through now or get lost "for the duration" depends on how hard shoe industry pushes its fight.

Despite higher rate of Canadian dollar against U. S. dollar, Canadian visitors to the U. S. not buying more footwear to bring home this year. Reason is better quality women's shoes priced almost the same in both countries. Cheaper lines in Canada are priced above comparable U. S. lines so latter are being imported into Canada on moderate scale. Dollar disparity holding back import of larger quantities. Men's shoes in same position but even less are being brought home to Canada this year because of similarity in prices and styles. Canadians allowed by law to bring back to Canada duty-free goods valued up to \$100 every four months provided they remain in U. S. 48 hours at a stretch.

Leather and leather products industries stepped up hiring from May to June this year. Latest Labor Department report shows rate rose from 52 hirings per 1,000 employees during May to 58 per 1,000 in June. At the same time, lay-offs dropped from 9 per 1,000 employees in May to 4 in June. Discharges and resignation brought total separation rate to 43 per 1,000 in May and 34 per 1,000 in June. As Bureau of Labor Statistics pointed out, this was normal seasonal expansion, common in June to leather industry.

New England shoe industry pictured in fairly good shape for rest of year. Federal Reserve Bank of Boston, which usually hits close to the truth, reports regional shoe industry highly optimistic over good response to early showings of fall and winter footwear. Shoe production in New England since Feb. has been running ahead of 1951. For first four months 1951, region's output accounted for 34.5% of total national output compared to 31% a year ago.

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SHOE PRICE LID DRIVE HITS SNAG

GOVERNMENT PANEL RECONSIDERS ACTION

Prospect Of Early Ruling Grows Dim

The shoe industry's drive for immediate suspension of price controls over footwear at manufacturers' and retail levels, regarded as a sure thing in recent weeks, has hit unexpected opposition from Office of Price Stabilization officials.

At meetings held Aug. 1 and thereafter at OPS offices in Washington, members of the OPS' committee on suspension of controls expressed surprising opposition to early action. Prior to the recent meetings, all OPS officials, particularly those members of the suspension committee, were regarded as favoring quick suspension of shoe ceilings.

Chief objection, according to Government sources, centered around the current selling prices of most shoe lines. OPS officials, citing industry claims that shoe prices are still "soft," declared actual selling prices of most shoes today are not "substantially" below Government ceilings.

Officials who went along with this contention pointed out that when hide price ceilings were suspended early this year, actual hide and skin selling prices were only 40 to 50 percent of allowable ceilings.

Leather price ceilings, which were suspended by OPS on June 23 of this year, were also well above selling prices of that date.

Close to Ceilings

As far as shoes are concerned, say OPS committee members, latest available statistics indicate that actual prices are much closer to allowable ceilings than were either hides and skins or leather at the time of their suspensions.

Leading shoe industry executives, spearheaded by the Shoe Manufacturers Industry Advisory Board and prominent trade associations, have been prodding OPS to take definite early action on suspension of ceilings. Until the latest meetings, it appeared their efforts were about to be crowned with success.

Latest trade group to make itself heard at OPS is the New England Shoe and Leather Association, which this week petitioned the agency to

suspend all manufacturers' price ceilings on shoes and slippers (see item "Ask OPS Suspend Shoe Price Ceilings," this issue). The petition, signed by Maxwell Field, Association executive vice president, stated that current factory shoe prices "are on the average fully 12 to 20 percent below their ceilings prices. . . ."

Field added that both shoe and leather prices appear to have stabilized since hide price controls were suspended and there are no indications of substantial price advances in the future.

Several members of the OPS suspension committee were in agreement with this stand. These members pointed out that the reason for price control in the first place is price pressure stemming from a demand that exceeds supply. Shoe factories, they claimed, now have substantial surplus capacity to turn out more were a new demand to arise. In addition, there is an adequate supply of raw materials on hand, they said.

At week's end, it appeared that the committee had failed to reach any agreement on the subject. Although further study is contemplated, some observers felt the matter could be left hanging for some time.

ARMY NEGOTIATES BOOTS

The New York Quartermaster Procurement Agency has begun negotiations on contracts covering a total of 297,456 pairs of russet combat boots. This is the balance of the 497,460 pairs of boots originally requested in Invitation to Bid QM-30-230-52-1354 and later reduced to 200,004 pairs.

Purpose of the negotiations is to permit smaller shoe manufacturers in certified distressed labor areas to obtain "preferential" contracts. Bids by smaller manufacturers cannot exceed lowest prices, adjusted for freight differentials, quoted on formal bidding for the initial 200,004 pairs. The latter pairage was awarded International Shoe Co. and John Addison Footwear, Inc., of Marlboro, Mass., at prices ranging from \$5.53 to \$5.63 per pair.

Larger manufacturers, also located in distressed areas, will be considered after smaller manufacturers have made their bids. Delivery is scheduled for the West Coast.

U. S. LEATHER NEAR COMPLETE LIQUIDATION

All Leather Holdings Have Been Sold

Liquidation of United States Leather Co. is proceeding, according to a report by C. Cameron, treasurer of the company.

Cameron said that the company has sold all remaining leather inventories and properties since Dec. 31, 1951. Only a few items, including \$123,000 on deposit with Government agencies, remain to be disposed.

Last Jan. 31, stockholders received a distribution of \$10 a share with another of \$1 scheduled for the coming Sept. Further distributions are expected after the company's tax returns for 1950 and 1951 have been audited.

Directors of the company voted last year to cease tanning operations and liquidate all leather holdings. This was shortly after John Fox, prominent speculator, was revealed as principal stockholder.

Later Fox revealed at his first press conference that this decision had saved the firm's stockholders some \$10 million. Had liquidation been postponed, value of the company's leather inventories would have dropped sharply when the leather market weakened late last year.

Net asset value of the company on Dec. 31, 1951, after adjustments for properties sold in the early part of 1952, was \$15,016,000, equivalent to \$13.16 a share, Cameron reported. Net profit of the 14 months to Dec. 31 last was \$2,751,370 or \$2.41 per common share. This compares to \$134,913 or 32 cents per share in the fiscal year ended Oct. 31, 1950.

Shoe Retailers Schedule Style Conference

The National Shoe Retailers Association has invited all members of the National Shoe Manufacturers Association to attend its Style Conference to be held at 10:00 a.m., Wednesday, Sept. 3, in the Grand Ballroom of the Waldorf-Astoria, New York City.

Theme of the conference will be design and color trends for 1953 and will cover fabrics, silhouettes, millinery, shoes, bags, gloves and other accessories. Program and presentation will be made by the staff of *Vogue* magazine.

NEW YORK SHOEMEN FORM NEW TRADE GROUP

Break With Others On Labor Policy

Four of the country's leading high-grade women's shoe manufacturers located in the New York area caused a mild sensation throughout the industry late last week when they announced they had broken away from various local trade associations and were forming their own group.

The manufacturers, members of both the New York Shoe Manufacturers Board of Trade and the Guild of Better Shoe Manufacturers, banded together under a new organization which they named the Quality Shoe Manufacturers Industrial Board.

The four manufacturers causing all the commotion were actually the city's Big Four—I. Miller & Sons, Inc., Andrew Geller, Palter De Liso and Palizzio.

Until now, the Board of Trade, a 75-year-old organization, had handled all labor matters for the four while the Guild acted as a fashion promotion council. According to Monroe

Geller, elected president of Quality Shoe Manufacturers, the new organization will now handle all labor and industrial problems for the four firms.

Geller said the firms, among New York's largest producers of quality women's shoes, will seek a new contract with Joint Council 13, United Shoe Workers of America, CIO. The Board of Trade previously represented all manufacturers in negotiations with the union.

Trade observers reported that the new organization is also on the verge of breaking with the Guild of Better Shoe Manufacturers and handling its own fashion publicity and policy. However, Burton Palter of Palter De Liso, one of the four involved, is also president of the Guild.

Immediate reason for the break was the feeling of the four firms involved that they could not be adequately represented in labor negotiations by the Board of Trade which covers both large and small shoe producers in the area. Company officials claimed that their firms required better "tailored" contracts with the union.

INTERNATIONAL SHOE MACHINE TO HANDLE EUROPEAN MACHINERY

European-made machinery for the manufacture of conventional and welt shoes, as well as California types, will be distributed in this country by the International Shoe Machine Corporation, according to J. S. Kamborian, president of the Cambridge, Mass., firm. The move, he said, is a part of the ISMC program already announced to broaden the scope of the shoemaking equipment to be offered the American trade.

European machinery for testing in this country was inspected and selected by Peter L. DePesa, assistant to Kamborian, during a trip just completed of European trade centers. DePesa was accompanied by Trygve Gulbrandsen, engineer for ISMC. Study of the machines was made under actual working conditions.

Selected shoe machines will be submitted to further field tests in this country by ISMC representatives. This is to check their performance under the requirements of shoemaking conditions here, following which they will accordingly be placed in distribution. Now arriving are machines described as follows: Fully

Automatic Heelseat Lasting Machine; Goodyear Stitcher; Welt Sewing Machine with Automatic Cutting Device; Special Backseam Rubbing Machine; Band Knife Splitter; Lockstitch Machine; Rotary Knife Skiving Machine; Sole Splitting Machine with a 13-inch oscillating knife; and a Special Pullover Machine which operates in a horizontal position. Additional European machines are also in transit and will be tested in a similar manner.

DePesa's itinerary included England, France, Germany, Italy, and Switzerland. He reported that the European industry expected normal or better production following the current holiday season. European shoe manufacturers, he added, are "real craftsmen" working long and hard hours and producing high quality work with labor problems at a minimum.

Genuine leather, he said, is employed exclusively for shoe uppers, but with a trend to composition soled material. He also noted a plentiful supply of raw material and a "definite trend" to California shoes.

JULIAN B. HATTON KILLED IN CAR CRASH

News of the tragic death of Julian B. Hatton, Sr., president of Eagle-Ottawa Leather Co., Grand Haven, Mich., shocked the leather industry this week. Hatton was killed early Sunday evening, Aug. 3, when the taxicab in which he was riding skidded into the path of a truck on U. S. Route 16, some 23 miles east of Grand Rapids.

The leather company head was completing an emergency trip to Buffalo, N. Y., where his son, William, had undergone an operation for appendicitis. The elder Hatton had missed connections at Willow Run airport and hired a taxi to take him to Grand Rapids.



The fatal crash took place at Clarksville road during a heavy rain. Ionia officers said the cab skidded off the highway onto a soft shoulder and then careened out of control in front of an oncoming truck. The cab was hit broadside and hurled against a tree. Both Hatton and the cab driver were killed instantly.

Hatton was 53 and had been president of Eagle-Ottawa for the past 13 years. A graduate of Harvard College in 1920, he immediately joined the firm founded by his father. During World War I, he was commissioned a second lieutenant and served at Camp Lee, Va. He and his wife, the former Charlene Leonard, celebrated their 25th wedding anniversary three years ago.

Surviving are his wife, three sons, William L., Julian H., Jr., and Harry; his mother, Mrs. William Hatton; a sister, Mrs. E. O. Harbeck; and three grandchildren.

British Leather Industries Closes In Canada

British Leather Industries Export Corp., Britain's organization for promoting sales of leather in Canada, has closed its offices after four years of successful activity.

The organization, backed by some 1300 leather and leather goods manufacturers of Britain, was one of several set up in the U. S. and various European markets. All have now closed down.

Functions of the group will be "largely performed by individual exporters and groups" assisted by the British Trade Center in Toronto, now the focal point for Britain's overall export drive in Canada, according to industry spokesmen.

Leather Industries will be best remembered among Great Britain's

group selling drives for its organization of annual British Leather Weeks in major Canadian and other centers. As a result of its efforts, sales of British leather and leather goods were oftentimes doubled or tripled and a variety of new leather products firmly established in the Canadian market.

Major reason for the shutdown of Leather Industries' offices was the refusal of leading British hide and leather firms to continue lending financial support to the organization.

Spokesmen for the firms said the testing time for British products in the market was now over and exporters had now consolidated their individual footholds. In addition, the British trade center is now firmly established, they claimed, and can handle former Leather Industries functions.

250 American Hide Workers Win 6c Raise

Some 250 leather workers employed at the Ballston Spa, N. Y., tannery of American Hide and Leather Co. have been awarded a six cents hourly wage increase, company officials have announced. The increase, first since Jan. 1951 when the company granted an 11 cents cost-of-living boost, is retroactive to May 12, 1952.

Announcement of the wage increase was made by L. A. Nusser, plant superintendent, following successful negotiations with International Fur and Leather Workers Union, Local 410. The former contract expired on July 31.

Basic pay of tannery workers is now set at \$1.70 per hour, Nusser said. He reported that most workers will benefit from the pay increase.

MONTHLY SHOE PRODUCTION, BY KIND: 1951

(Thousands of pairs)													
Kind of footwear	Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Shoes & slippers, Total	469,599	45,784	43,313	47,198	39,635	38,303	37,578	32,530	43,234	36,130	38,783	34,884	32,227
Shoes, Sandals, & Playshoes, Total	415,476	42,164	39,601	42,799	35,412	34,152	33,429	28,465	37,532	30,844	32,822	29,462	28,794
Men's, total	105,949	10,057	9,371	10,652	9,340	9,744	9,245	6,898	9,156	7,969	8,755	7,739	7,023
Dress	71,581	7,116	6,451	7,206	6,135	6,213	5,832	4,513	6,348	5,398	6,018	5,326	5,025
Work	33,501	2,825	2,811	3,302	3,105	3,425	3,354	2,347	2,787	2,522	2,703	2,377	1,943
Sandals and playshoes	867	116	109	144	100	106	59	38	21	49	34	36	55
Youths' and boys,' total	14,497	1,251	1,156	1,238	1,025	1,201	1,284	1,132	1,468	1,258	1,319	1,097	1,068
Dress	13,572	1,159	1,073	1,161	964	1,137	1,214	1,082	1,392	1,179	1,225	998	988
Work	874	82	75	70	56	58	65	49	76	76	92	96	79
Sandals and playshoes	51	10	8	7	5	6	5	1	3	2	3	3	1
Women's, total	206,302	21,182	20,154	21,718	17,807	15,934	15,844	15,057	19,862	15,580	15,713	13,711	13,740
Dress	139,393	14,872	13,723	14,452	11,406	10,005	10,284	10,499	13,731	10,673	11,064	9,395	9,289
Work	2,161	209	196	186	169	159	213	144	163	194	216	166	146
Sandals and playshoes	64,748	6,101	6,235	7,080	6,232	5,770	5,347	4,414	5,968	4,713	4,433	4,150	4,305
Misses', total	28,631	3,141	2,879	2,882	2,173	2,198	2,294	1,793	2,410	2,097	2,321	2,228	2,215
Dress & work	23,290	2,457	2,276	2,274	1,651	1,667	1,877	1,567	2,170	1,806	2,003	1,822	1,720
Sandals and playshoes	5,341	684	603	608	522	531	417	226	240	291	318	406	495
Children's, total	26,186	2,882	2,707	2,772	2,121	2,084	2,071	1,573	2,070	1,703	2,000	2,062	2,141
Dress	22,217	2,321	2,191	2,194	1,654	1,664	1,820	1,436	1,905	1,561	1,818	1,825	1,828
Sandals and playshoes	3,969	561	516	578	467	420	251	137	165	142	182	237	313
Infants'	21,608	2,468	2,251	2,296	1,820	1,877	1,712	1,242	1,564	1,349	1,653	1,681	1,695
Babies'	12,303	1,183	1,083	1,241	1,126	1,114	979	770	1,002	888	1,061	944	912
Athletic Shoes, Total	2,759	277	278	339	299	255	211	152	198	189	205	180	176
Men's	1,909	226	230	252	216	178	136	99	117	108	124	109	114
Youths' & boys'	121	6	4	13	11	18	14	8	7	7	4	14	15
Women's	709	43	44	74	70	59	61	45	73	72	72	52	44
Other	20	2			2				1	2	5	5	3
Slippers for Housewear, Total	47,458	3,047	3,158	3,722	3,636	3,566	3,612	3,609	5,091	4,660	5,395	4,930	3,032
Men's	10,378	656	769	890	814	746	826	745	992	928	1,140	1,087	785
Youths' & boys'	1,116	38	41	119	88	113	104	85	131	113	116	102	66
Women's	25,935	1,805	1,787	2,060	2,024	1,913	1,911	1,897	2,873	2,563	2,916	2,617	1,569
Misses'	2,793	202	179	181	215	187	231	215	288	256	336	324	179
Children's	5,162	247	274	355	365	450	405	478	598	552	609	534	295
Infants' & babies'	2,074	99	108	117	130	157	135	189	209	248	278	266	138
All Other Footwear	3,906	296	276	338	288	330	326	304	413	437	361	312	225

NEW ENGLAND SHOE OUTPUT DOWN IN 1951

But Percentage Of National Pairage Holds

Shoe production in the three New England shoe states—Massachusetts, Maine and New Hampshire—during 1951 totaled 152,433,000 pairs, a decline from 1950 output but still representing approximately one-third of national shoe output, the New England Shoe and Leather Association reports.

The Association based its survey on a report issued by the Bureau of the Census.

The 1951 pairage represented 32.5 percent of national output which totaled 469,599,000 pairs. In 1950, New England factories produced 32.9 percent of the 512 million pairs made over the country.

Net factory value of the 153,062,000 pairs of shoes shipped from New England in 1951 amounted to \$603,627,000. This was nine percent less than the 167,616,000 pairs shipped during 1950.

Average factory value per pair of shoes shipped from the region in 1951 was \$3.94 as compared with \$3.31 in the previous year.

Massachusetts reported a total output of 79,434,000 pairs with shipments totaling 79,606,000 pairs value at \$329,229,000, a decrease of 10 percent from 1950 shipments.

Production in Maine totaled 32,322,000 pairs with shipments of 32,936,000 pairs valued at \$113,617,000, down three percent from a year ago.

New Hampshire produced 35,966,000 with shipments of 36,327,000 pairs, a decline of 11 percent from 1950. Shipments last year were valued at \$151,957,000.

New York led all states during 1951 in production and shipments with totals of 83,779,000 and 84,143,000 pairs respectively. Value of shipments was \$267,397,000.

The Bureau reported that total output during 1951 of the nation's 1,274 shoe factories amounted to 469,599,000 pairs. This included both civilian and military pairage and represented a decrease of eight percent from the 512 million pairs turned out in 1950.

Total footwear shipments in 1951 reached 471 million pairs valued at \$1,330,000,000, an average value per pair shipped of exactly \$4.00. Average value per pair shipped in 1950 was \$3.47.

Shoemen Set Breakfast For September 4

The National Shoe Manufacturers Association has announced its semi-annual membership breakfast will be held at 8:30 a.m. on Thursday, Sept. 4, at the Sert Room of the Waldorf-Astoria, New York City. The meeting is held as usual in conjunction with the Leather Show.

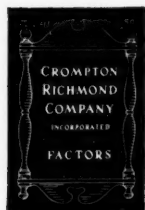
Frank J. Schell, director of shoe operations for Sears, Roebuck & Co., will be principal speaker. Welcoming address will be delivered by Weir Stewart, president of the Association, and W. W. Stephenson, executive vice president, will serve as chairman. Another speaker will be announced.

Report On Shoe Factory Safety Hazards

The greatest safety hazard in the average shoe factory is the mis-handling of objects and materials, according to a recent survey completed by the Kemper insurance group. Some 43 percent of all accidents in shoe plants can be attributed to this cause, the study reveals.

Another 16 percent of shoe plant accidents are caused by machinery. Fifteen percent are caused by moving or falling objects. Stepping on or bumping into objects results in 14 percent of the accidents, while falls or slips cause 12 percent.

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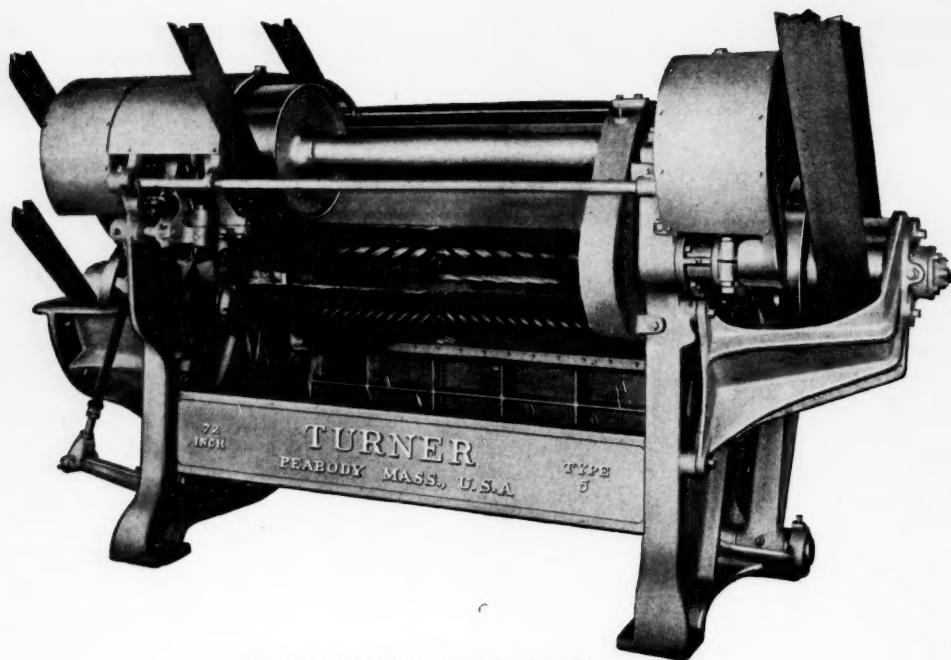
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MILITARY BIDS AND AWARDS

Men's Overshoes

August 19, 1952—Navy Invitation 942, covering 60,000 prs., enlisted men's rubber overshoes. Opening at 2:00 p.m. in New York with delivery at 49,500 prs. to Mechanicsburg, Pa., and 10,500 prs. to Clearfield, Utah, at the rate of one-third each after 60, 90 and 120 days after contract award.

Helmet Neck Bands

August 6, 1952—QM-11-009-53-8, covering Invitation to Bid on 1,158,000 neck bands for liner, helmet M-1, Spec. MIL-B-1953 dated Jan. 31, 1950. Opening at Chicago Quartermaster Depot.

AWARD LEATHER GLOVES

The Air Materiel Command, Dayton, O., has announced award of contract covering 42,038 pairs of leather gloves to Mario Papa & Sons, Inc., Gloversville, N. Y. Total dollar value is \$99,636.

AWARD WOMEN'S SHOES

A. S. Kreider Shoe Co. has been awarded contract by the New York Procurement Agency to supply 1,392

pairs of women's shoes with composition soles under Invitation QM-30-280-52-1951. Kreider's bid was at \$5.59 per pair.

Foot Health Council To Tag Children's Shoes

The National Foot Health Council announced this week it has completed plans to grant a Seal of Approval to children's school, play and dress shoes. The Council will award its seal only to shoes meeting specifications essential to the health and development of growing feet.

Dr. Joseph Lelyveld, chairman of the group, reports that all manufacturers will be invited to present shoes for the Council's approval. Specifications will cover shape of lasts, materials and fitting qualities.

All approved shoes will be given a tag bearing a special seal and will be publicized by the National Foot Health Council to doctors, parents, teachers and departments of health and education. Details may be had by writing Dr. Lelyveld, chairman, The Phoenix Bldg., Rockland, Mass.

ASK OPS SUSPEND SHOE PRICE CEILINGS

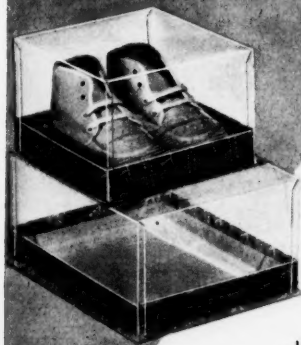
New England Group Cites Stable Outlook

This week the New England Shoe and Leather Association announced it has petitioned the Office of Price Stabilization to suspend all manufacturers' price ceilings on shoes and slippers. The announcement was made by executive vice president Maxwell Field.

Field's statement said that in a brief filed with OPS, the Association pointed out that maximum prices on basic raw materials used in the manufacture of shoes—hides, skins and leathers—had already been suspended. The brief also noted that current factory shoe prices "are on the average fully 12 to 20 percent below their ceiling prices, and equally as important . . . the quality of these shoes had been greatly improved."

The Association director added that the extra cost of these quality items was estimated as totaling one-half of the actual amount of the decrease in factory prices.

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Person to Person

● **Charles Greenberg** has been appointed executive assistant to the president and general merchandise manager of John Irving Shoe Corp., New York City.

● **Hugh Hand** has been appointed assistant to the president at North Lebanon Shoe Mfg. Corp., Lebanon, Pa. His title will be sales coordinator, Edward E. Roberts is president of the firm.

● **Paul Gillian** has taken over duties as superintendent of the International Shoe Co. plant in Steepleville, Ill. Gillian was acting superintendent for several months during the illness of J. W. Nicholson, who is presently recuperating at his home in Steepleville.

● **Harold C. Sabean** has joined the Tanners' Division of Socony-Vacuum Oil Co., Inc., New York City manufacturer of Gargoyle leather oils and



greases. Sabean has been associated with the tanning and allied industry for the past 20 years and has much practical experience in the application of leather oils, fatliquors and related products. He will take over the territory of the late F. A. Buckley in New England and Eastern New York State and will make his headquarters in Socony-Vacuum's Boston Division. Sabean will spend some time in the New York office and Technical Service Laboratories of the firm.

● **Robert Caltabiano**, quality and shoe production executive, has joined the staff of Andrew Geller, Inc., Brooklyn manufacturer of women's high style shoes. He was formerly with I. Miller & Sons for 34 years and spent 12 years as superintendent of the firm's Long Island City plant.

● **Walter A. Jameson**, formerly pattern man at Royce Shoe Co., who was reported in these columns last week to have gone into business as a free-lance shoe stylist, has joined Lown Shoe Co., of Auburn, Me., as model cutter and designer of shoe patterns.

● **Jackson L. Parker** has been appointed advertising and merchandising manager of Graton & Knight Co., Worcester, Mass., tanner of industrial leathers.

● **Guy A. McDonald** has retired as superintendent of the stock department of Peters Shoe Co., branch of International Shoe Co., St. Louis. McDonald was honored by friends and business associates at a dinner held on July 26, the 50th anniversary of his joining the company. He was presented an engraved gold watch and other gifts by E. J. Hopkins, general manager of the company.

● Montreal Shoe Stores, Ltd., Montreal, Quebec, shoe chain, has named **W. S. Hunter** as president and general manager; **A. S. McLean** as vice president and director; **E. C. Wellheiser**, a vice president and director; **J. E. Lindsay**, treasurer and director; and **R. D. Weldon**, secretary and director.

● **L. B. Eastman** has resigned as executive vice president of Joyce, Inc., Pasadena, Cal., manufacturer of men's and women's casuals. His future plans were not disclosed.

● **Ed Parker** has resigned as superintendent of St. Louis Shoe Co., New Athens, Ill. He has been succeeded in the position by Tim Leavy.

● **William G. Van Beckum** has been appointed Director of Research and Development for the Pacific Lumber Co., leading producer of redwood lumber products. He will head further development of redwood chemical by-products for use in the tanning industry. Van Beckum has been a member of the American Leather Chemists Association for a number of years.



The company's chemical derivatives and other by-products of redwood are finding new uses in tanning and many other industries.

● **Ed Grodecke** has resigned as office manager of Bord-Jones Shoe Co. He has left for California where he will vacation for several weeks before announcing further plans.

● **Bud Goddard** of Litchfield, Ill., will succeed the late Art Wagner as cutting room foreman at Huber Slipper Co., Aviston, Ill.

● **George J. Bruyn**, manager of the Niagara sales office of Hooker Electrochemical Co., has been appointed chief of the Alkalies Section, Inorganic and Agricultural Chemicals Branch of the Chemical Division, National Production Authority until April 1, 1953. He will be granted a leave of absence by Hooker.

● **Irving E. Grossman**, vice president and West Coast sales representative of I. Miller & Sons, Inc., Long Island City, has opened his own sales organization under the name of I.E.G. Associates. A separate organization, it will handle I. Miller and Carlisle women's shoe lines. Offices are at 650 South Grand St., Los Angeles.

WEAKER HIDE MARKET SERVES TO SLOW LEATHER TRADING

Shoe Manufacturers Appear Well-Covered; Prefer To Watch And Wait

Suedes do best business. Sides moderately active. Kid more in demand. Sheep generally steady. Sole dull this week.

Sole Slackens

Boston sole leather tanners report a dull market this week. There are several reasons including the precarious price situation brought on by ups and downs of hide market but most pertinent is fact that shoe manufacturers are well-covered on sole leather needs. This above all keeps sales slow at a season when sole tanners are normally busy.

Although sales slow and hide market is weaker, tanners' lists remain the same. Not enough new sales to establish new selling prices. As last week, 8 iron and under bends listed at 70c and down; 8-9 irons at 63c and below, 10 irons at 56c and above this at 54c and down.

Sole leather tanners of Philadelphia say factory bends fairly active. They

could sell more if they had the stock on hand. Prices are firming up with the rising hide market. Tanners quote an average asking price of approximately 58c to 60c a factory run.

Findings very slow. Most tanners sold up in heads. Some are selling bellies on a 26c average but most have nothing to offer and are not too eager to take orders for a 30 day delivery.

Sole Offal Still Dull

Sole leather tanners and dealers in Boston report no change from last week. Most have done a good business in recent months and have little to complain over present slowdown. However, they freely admit they should be busier now but are just not finding any takers. Feeling is shoe manufacturers have enough leather to carry them for some time, will now sit back and watch market developments before placing new orders.

Not too many bellies around with tanners able to get 23-25c when they want to sell. Single shoulders very quiet. Double roughs fairly active at 50c and below for good wetting stock. Best lightweight waist belt stock well above this. Fore shanks moderate at 15-17c, hinds at 18-20c. Heads quiet around 17c.

Calf Moderate

Boston calf leather tanners still busy working on old orders but sales offices are not too active. Suede calf continues an active item but other selections are slower. As in other markets, buyers appear well up on leather requirements, not too anxious to buy more at this time.

Suede calf at 90c and down most wanted. Slower above this. Women's weight smooth calf does well enough in better grades around 90c and cheaper grades below 65c. In-between, not much doing. Better grade men's weights move well at \$1.00 and below but slower in lesser grades.

Sheep Same

Sheep sales in Boston market about same as last week. There is some good business coming in at firm prices. Russet linings find fair volume at 24c and down. Up to 28c asked on selected stock. Better grade chrome linings moving at 28c and down. Colored vegetable linings fair at 24c and below. Some tanners ask a cent or two more. Garment suede continues to move with good volume reported at 30c and down. Not so with garment grain which is quiet in low 20's.

Side Moderate

Activity in side leathers slows this week as buyers back off to wait for developments arising from weakening of hide prices. As a result, there is more resistance to recent increases



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CHICAGO - BOSTON - NEW YORK

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	73-1.00	70-98	90-1.20	1.18-1.35
CALF (Women's)	70-91	67-85	85-1.00	1.15-1.30
CALF SUEDE	80-95	80-90	95-1.15	1.30-1.40
KID (Black Glazed)	75-90	75-90	80-1.25	80-1.25
KID SUEDE	80-92	80-92	70-95	70-1.02
PATENT (Extreme)	40-47	38-45	55-80	70-86
SHEEP (Russet Linings)	17-28	17-28	18-32	20-35
KIPS (Combination)	49-57	48-56	65-75	...
EXTREMES (Combination)	46-53	46-52	60-70	...
WORK ELK (Corrected)	36-46	35-45	55-65	68-73
SOLE (Light Bends)	67-72	65-70	98-1.08	1.02-1.08
BELLIES	25-26	24-26	60-63	64-68
SHOULDERS (Dble. Rgh.)	50-55	50-55	92-1.00	93-1.02
SPLITS (Lt. Suede)	32-38	30-36	30-40	40-45
SPLITS (Finished Linings)	21-23	19-21	20-30	26-30
SPLITS (Gussets)	16-18	16-18	21-26	...
WELTING (1/2 x 1/4)	7 1/2 - 8	8	12 1/2	13 1/2
LIGHT NATIVE COWS	17 1/2 - 18 1/2	17 1/2 - 18	36-37	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.

in finished leather prices made during rise of hide market. Sales generally slower than they have been in past month.

Combination-tanned, heavyweight kips listed at 57c and down, extremes at 53c and below. Sides still listed around 47c but little sells at this level. Chrome sides hold around 46c and below. Large elk and work shoe fair.

Splits Spotty

Weakening hide market and consequent slowdown of leather sales has immediate effect on Boston splits market. Sales, fairly active in recent weeks, take sudden slump. However, there are enough old orders to keep tanners busy and a little new business still crops up from day to day. Heavy suede splits move moderately at 42-44c; light suede at 36-38c with some resistance. Good grade linings splits fair at 21-23c; cheaper grades available at below 20c. Gusts only moderate at 17-19c.

Work Glove Slower

Some additional business reported in this market but volume has not quite measured up to expectations. As a result, there has been no spurge of leather buying although sellers

have maintained a very firm attitude as regards prices.

Work glove splits still listed in some quarters at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3 grade in the LM weight. M weight alone is quoted a cent higher, No. 1 grade at 15c, No. 2 grade 14c and No. 3 grade at 13c.

Garment Same

Some business being done in garment leathers and prices steady to firm for the most part. Firmness recently shown in raw material markets has caused many sellers to stiffen in their price ideas. Buyers have been picking up supplies of sheepskin leather at mostly steady prices of late, continuing to show preference for suede which has been bought at 30c for good leather and up to 31-32c for very good or top grade. Poorer quality suede has been moving around 26c. Grain type continues around 29c for fairly good quality and at 26c for tannery run lots.

Horse hide garment leather selling in good fashion and prices very firm although somewhat mixed, depending upon the productions involved. Lists were raised up to 39c and down and 38c and down in several quarters for better tannages as compared with previous bookings at 36c and down.

Belting Sluggish

Belting leather tanners of Philadelphia report business still practically dead. A few sales made here and there but no real business has developed. Although price quotations not yet available, higher prices expected even though there is little demand. This is necessary because of the increased hide prices.

Shoulders very good. Tanners sell as much as they desire. Average price of 58c quoted on 2nds, medium weight. Apparently both wetting and specialties men are buying.

Carried shoulders also quite active. However carried bend butts are slow.

Carriers holding to their prices. They must do this even on the slow market, since hide and rough leather prices are up. There have been occasions in the past when customers bought on a rising market to beat a further price increase. This doesn't seem to be happening at the present time.

AVERAGE CURRIED LEATHER PRICES				
Curried Belting	Best Sele.	No. 2	No. 3	
Butt Bends	1.22-1.35	1.18-1.30	1.14-1.20	
Centers 12"	1.51-1.62	1.39-1.57	1.26-1.35	
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30	
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.30	
Wide Sides	1.12-1.28	1.08-1.23	1.01-1.08	
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.00	

Premiums to be added: Ex Heavy, minus 2c to plus 5c; Light, plus 10c to 21c; Ex Light, plus 25c.

Bag, Case & Strap Spotty

New business described as rather spotty but in some instances fairly substantial. Buying seems to be of a replacement character due to depleted inventories and leather purchased still wanted for fairly prompt shipment.

Prices have held very firm and tanners generally busy getting out deliveries on recently booked orders. Supplies, of course, needed for remaining Fall and Winter requirements with many manufacturers busy turning out finished products for the coming Christmas season which usually provides an annual bulge in business for this trade.

Some lists continue at 48c and down for 2½ ounce case leather and 52c and down for 3 ounce. Strap leather holding about unchanged. Grade A russet quoted 55c and down for 4/5 ounce, 57c for 5/6 ounce, 59c for 6/7 ounce, 61c for 7/8 ounce, 63c for 8/9 ounce, 66c for 9/10 ounce and 69c for 10/11 ounce. B grade is discounted 4c and C grade another 4c from Grade A prices while 2c higher quoted for colors and a 3c premium charged for glazed.

Kid Active

Kid leather tanners of Philadelphia find business fairly active. Black

experience
dictates...

SETON LEATHERS

VERONA

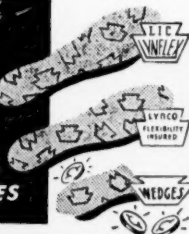
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ZEPHYR
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PATENT

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**INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

suede keeps up in sales. Some tanners report a little business in black glazed. A good deal of discussion going on about spring colors. Some tanners already processing and sending out samplings in glazed in a great variety of shades. Indications are that there will be another very good season on colors.

Linings said "quite fair." Slipper leather seems to have picked up here and there and there are reports of a very good business in browns and burgundies that go into men's slippers. Cowboy boot manufacturers also beginning to show more interest.

Tanners who handle crushed report a "nice little business." However business has not developed to any degree where tanners who have not handled crushed would start processing it.

Average Prices Quoted:

Suede 32c-92c
Crushed 35c-75c
Linings 25c-60c
Slipper 25c-60c
Glazed 25c-92c
Satin Mats 69c-1.20

Tanning Materials Slow

Over-all Tanning Materials buying interest a shade improved but business is still slow and spotty. Tanning Extracts unchanged. Tanning Oils quotations firm and without change.

Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't. bag \$70.00-\$72.00
Wattle bark, ton "Pair Average" \$103.00
Sumac, 28% leaf "Merchantable" \$99.00
Ground \$130.00
Myrobalans, J. 1's \$45.00
Genuines \$48.00
Crushed, 40% \$66.00
Valonia Cups, 30-32% guaranteed \$66.00
Valonia Beards, 42% guaranteed \$88.00
Mangrove Bark, 30% So. Am. \$60.00
Mangrove Bark, 38% E. African \$79.00-\$80.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant
Tank cars 4.25
Barrels, c.l. 5.10
Barrels, l.e.l. 5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant
Bags, c.l. 10.92
Bags, l.e.l. 11.65
Cutch, solid Borneo, 55% tannin, plus duty .08%
Hemlock Extract, 25% tannin, l.e. cars f.o.b. works .0625
bbis. c.l. .06%
Oak bark extract, 25% tannin, lb. bbis. 6 1/2-6 1/4, tks. .06%
Quebracho extract
Solid, ord., basis 63% tannin, c.l. plus duty .11 31/64
Solid clar., basis 64% tannin, c.l. .12 3/16
Liquid basis, 35% tannin, bbis. Ground extract
Wattle extract, solid, c.l. (plus duty) So. African .11%
Wattle extract, solid, c.l. (plus duty) East African .11
Powdered super spruce, bags, c.l. .05%
f.o.b. l.e.l. .05%
Spruce extract, tks., f.o.b. wks. .01%
Myrobalan extract, solid, 55% tannin. .08
(plus duty)
Myrobalan extract, powdered, 60% tannin (plus duty) .10
Valonia extract, powdered, 62% tannin (plus duty) .09%
Oak Bark Extract, Powdered, Swedish, 65% tannin .12
Quebracho Extract, Powdered, Swedish spray dried, 80% tannin .16
Wattle Extract, Powdered, Swedish, 73% tannin .15%
Powdered Spruce, spray dried, Swedish Myrobalan, Swedish, Powdered 68-70% .11%
Oakwood, Swedish, solid, 60-62% .11%
Oakwood, Swedish, powdered, 64-66% .12
Larchbark, Swedish, solid 54-56% .11%
Larchbark, powdered Swedish Spray-dried, 60-62% .12%

Tanners' Oils

Castor oil, No. 1 C.P. drs. l.e.l. 29%
Sulphonated castor oil, 75% 26%
Cod Oil, Nfd., loose basis, gal. \$1.00-\$1.05
Cod, sulphonated, pure 25% moisture .14-.14%
Cod, sulphonated, 25% added mineral .12-.12%
Cod, sulphonated, 50% added mineral .11%
Linsed oil tks., zone 1 .162
drums, c.l. .177, l.e.l. .187
Neatsfoot, 20" C.T. .31
Neatsfoot, 30" C.T. .29
Neatsfoot, prime drums, c.l. .16%
l.e.l. .18%
Neatsfoot, sulphonated, 75% .16%
Olive, denatured, drs. gal. 2.40
Waterless Moellon .16
Artificial Moellon, 25% moisture .13
Chamois Moellon, 25% moisture .12
Common degrass .15
Neutral degrass .20-.22
Sulphonated Tallow, 75% .12-.13
Sulphonated Tallow, 50% .08-.09
Sponging compound .14
Split Oil .11-.12
Sulphonated sperds 25% moisture .14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b. .17
Petroleum Oils, 150 seconds visc., tks., f.o.b. .16
Petroleum Oils, 100 seconds visc., tks., f.o.b. .14

New Avon Director



John R. Hubbard, elected to the board of directors of Avon Sole Co., Avon, Mass., at the annual stockholders' meeting. Hubbard first started covering Avon's middle western accounts in 1946 with the Avon Du-Flex line of soles. He has since introduced Avonite and Cush-N-Crepe soles to the territory which he will continue to service. A graduate of Dartmouth, class of 1929, he served with Navy Air Combat Intelligence in the Pacific during World War II. Re-elected as Avon officers were: Raymond E. Drake, president; William H. Cary, clerk and treasurer; Howard W. Harding and William P. Harty, vice presidents; and Richard W. Baltzer, director.

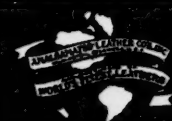
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HIDE MARKET REVERSES TREND AS MANY PRICES SLIDE

Tanners Back Away With Best Bids Reported At 1c Under Previous Highs

Big Packers Weaken

The volatility of hide markets clearly demonstrated this past week. Following an active period of strong and advancing prices, the big packer market turned weak and sales of several selections were made at declines of 1c to 1½¢ from recent highs. The tip-off came late in the preceding week when hide futures started to ease and showed further weakness on Monday due to selling touched off by profit-taking which uncovered stop loss orders and brought about considerable liquidation.

A large part of the selling was in anticipation of heavy slaughtering because drought conditions developing in several sections of the country are expected to increase slaughtering and make more hides available for the market. Downturn in hide futures brought out a considerable number of resale offerings from dealers and speculators who had been active buyers in recent weeks on the upward trend of the market. These naturally undermined the big packer market which, in the meanwhile, had ruled rather quiet.

Tanners generally backed away and best bids were about a full cent under previous top prices. Butt branded steers an exception; buyers bidding 1½¢ off on these as they wanted to return to the normal half-cent spread between this selection and Colorado steers.

While an outside packer Friday of preceding week was able to realize 13½¢ for butts and 12½¢ for Colorado, big packers this week accepted the additional half cent less for butts. Some heavy native steers and heavy native cows offered at midweek by big packers but best bids for these selections seemed to come from specialty tanners who wanted productions from northern points at a cent decline or 16c and 17½¢ respectively. One cent down or 18c best bid on light native steers. While last actual trading in big packer light cows reported up to this writing was at 13½¢ for about 4,000 northerns and rivers in combination, this price considered too high for new business.

Small Packers Drop

The about-face of the big packer hide market had quite an effect upon

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Aug. 7	Close July 31	High For Week	Low For Week	Net Change
October	16.60T	17.32	17.25	16.17	—72
January	15.90T	16.73	16.69	15.50	—83
April	15.80B	16.63	16.55	15.45	—87
July	15.70B	16.35	15.80	15.33	—65
October	15.55N	16.38			—83
January	15.50N	16.15			—65

Total Sales: 529 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	16	17	14½	33	28
Light native steers	18	19	18	36½	31½
Ex. light native steers	20	21	20	39	34
Heavy native cows	17½	18½	16	16½	34
Light native cows	17½-18½	18½-19	17	17½	36
Heavy Texas steers	13	14½	13	30	25
Butt branded steers	13	14½	13	30	25
Light Texas steers	16	17	17	16½	34½
Ex. light Texas steers	18	19	18	37	32
Colorado steers	12½	13½	12	29½	24½
Branded cows	15	15½	16	16½	14½-15
Native bulls	10	10½-11	9½-10	24	20
Branded bulls	9	10	9½-10	8½-9	23
Packer calfskins	37	45	37	45	55
Packer kipskins	30	42½	30	40	45

small packer hides. Tanners dropped their buying ideas quickly and some sellers who had held out for further advances came out with offerings at concessions.

Some 50-52 lb. avg. good small packer hides sold at 15½¢ selected the latter part of last week which price was paid earlier for hides averaging up to 56 lbs. Later reports were that some 48-50 lb. avg. hides sold down to 15¢ flat. This week, 14½¢ was about best price obtainable, some buyers even talking down to 14¢. Bids made by tanners were understood to be running from 1¢ to 1½¢ and even as much as 2¢ below recently paid top prices.

Small packer hides averaging around 56 lbs. quoted around 13½¢ and 60-62's down to 13¢. Lighter hides also had a weaker undertone. Texas 40-42 lb. avg. productions which had recently sold as high as 18¢ hard to sell above 16½¢ and 16¢ seemed about best price quoted for 45 lb. avg. productions.

Country Hides Nervous

While this market was showing signs of recovering and several cars traded at 10½-11¢ flat trimmed fob shipping points for mixed lots of all-weights averaging up to 50 lbs., weakness in surrounding markets caused buyers to back away again. Some offerings at 11½-12¢ left unsold.

Calf & Kip Quiet

Big packer market quiet following last reported trading which involved calfskins at 45¢ for Northern, 43½¢ for St. Louis-River heavies and 37¢ for lights from all points. No new definite offerings of calf or kip made by packers.

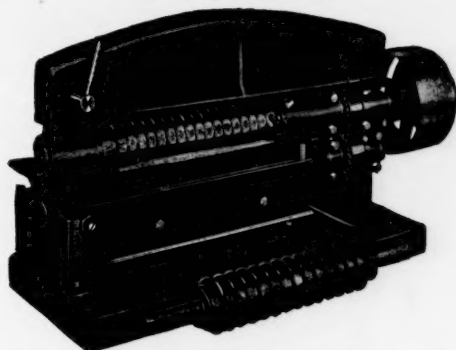
Last sales of kip at 35¢ with over-weights at 30¢ from regular points while some selected premium points sold earlier at 42½¢ and 30¢ respectively. Some interest shown for packer regular slunks around \$1.90 but sellers have asked up to \$2.25. Large hairless slunks nominal around 65¢.

In the small packer market, a range of 35-40¢ quoted for allweight calf with the outside price asked while a sale was reported at the inside figure fob shipping point. Some business in 15-25 lb. small packer kip at 31-32¢ Chicago basis. Country skins quiet and market nominal at 17½-18¢ for allweight calf and 17-17½¢ for kip.

Horsehides Steady

Some very choice lots of trimmed (manes and tails off) whole hides at very good prices ranging up to \$7.50 and even \$7.75 for best northern slaughterer productions but these

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prices were on a Chicago freight basis in some instances. Previous reported sales at \$7.00-7.25 fob shipping points. As a result, the market is considered only steady when freight costs are taken into consideration.

Last sales of untrimmed hides ranging up to \$3.00 fob for slaughterer type and some renderer hides have brought half a dollar less. Cut stock moving at mostly steady prices, some good fronts bringing \$5.50-5.75. Butts, 22" and up, bring \$1.75-1.85 for regular lots and some very choice butts still command premiums.

Sheep Pelts Moving

Big packer shearlings and clips have sold at higher prices. Several mixed cars sold comprised of No. 1's at \$2.25-2.50; No. 2's at \$1.50-1.75, and No. 3's at \$1.00-1.10 while clips have been sold at prices ranging \$2.75-3.00. More No. 1 shearlings coming forward now as well as a few more clips, production seasonally dropping off on No. 2's and No. 3's.

Pullers have been paying around \$2.50 per cwt. liveweight basis for packer western lamb pelts and about 25c less for natives but if No. 1 shearlings and clips are not too plentiful, mouton fur tanners might pay premiums for desirable lots. Some full wool dry pelts sold steady at 30c fob shipping points. Some business in clear spring pickled skins at \$11.00-11.50 per dozen as to lots, this range being about 50c higher than previous trading levels.

Glove Slows

Cabretta prices holding their own. Top grades quoted at 75c, 70c and 65c but bulk of business done around the 30 to 40c level. Top grade pigs bring up to 90c and number 2's from 75 to 80c. The market is well cleaned up. There is also a good demand for the grades from 40c down.

Domestics and Iranians enjoying a steady sale. Bulk of the business done under the 25c level. Prices range down to 17c. Suedes generally neglected.

Dry Sheepskins Firm

Shippers generally quite firm, showing little inclination to reduce asking prices. They contend they are in a comfortable position as regards unsold stocks and can sit back and await developments.

In the hair sheep varieties, Nigerians slow due to lack of offerings. Shade dried Mombasas selling at \$5.00 for 120-130 lbs. Some negotiations for Addisababa slaughterers' with buyers ideas \$9.50 and sellers asking \$10.

Prices declined at the last Australian wool sheepskin auctions but sellers here state they are still too high for pullers in this market. About 28,000 skins offered at Melbourne: with the 58's and up, two to four pence, 56-58's, four to six pence, 56 and under, six to nine pence and lambs three to four pence lower and at Sydney, 37,000 offered, merinos and comebacks four to eight pence, lambs and hoggets three to six pence and all other descriptions three to ten pence lower, Australian currency. Punta Arenas and Montevideo skins too high for this market and very few sales can be confirmed.

Pickled Skins Slack

Due to lack of offerings of foreign skins, trading has been negligible. Season for New Zealand about over and nothing expected until end of the year. Some interest in Spanish skins but price differences retarding sales. Shippers have ideas of around \$23 per dozen while buyers views nearer to \$20.00.

Reptiles Scattered

Only scattered sales can be confirmed as most buyers are interested in moving their inventories rather

than buying raw stock. U.P. whips continue to move at from 58-60c for 4 inches up, averaging 4½ inches, 60/40 selection, as to shippers with further offers at 59-61c.

No offers of Madras bark tanned whips and market remains nominal. Some alum tanned whips, 3 inches up, averaging 3½ inches, 60/40 selection, sold at 23c with 25c now asked. Lizards slow though offers more liberal.

Wet salted Agra back cuts, 9 inches up, averaging 10 inches, held at 26-27c and buyers' ideas nearer 24c while 8 inches up, averaging 9 inches, available at 20c, both 80/20 selection. Wet salted Calcutta oval grain back cut lizards, 40/40/20, 90/10, offered at 18c while wet salted belly cut Bengal lizards, 9 inches up, averaging 10 inches, 75/25, offered at 42c combined with 10 inches up, averaging 10½ inches, at 60c and U.P. lizards, 8 inches up, averaging 9 inches, at 18c and 9 inches up, averaging 10 inches, at 25c.

Back cut Bengal lizards, 9 inches up, averaging 10 inches, held at 50c, and 10 inches up, averaging 11 inches, at 65c. Brazil back cut tejus, 20/60/20, sold at 65c fob, and chameleons, 60/30/10, at 13c fob. Giboias held at 53-55c fob.

Deerskins Wanted

Good demand for Brazil "jacks" but few offered. Report 60c fob., basis importers, bid for Paras. Some Maranhas offered at 62c fob. Some trading in Siam skins at 54c cif. Other varieties continue slow with New Zealand held at 80c. cif. and buyers not bidding at the moment.

Pigskins Firm

Fulton County continues to operate in leather and neglect raw stock. Shippers at origin, however, show no weakness and generally not offering. Some Paraguay jabalies sold at \$1.70 c&f.

LEATHER

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ALWAYS

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ALLEGANY, PA.

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Miniature lasts after application of Slide-O-Glaze and immersion for thirty days in Water, Gasoline, Toluol, Methyl Ethyl Ketone, Alcohol, Carbon Tetrachloride, 2 per cent Ammonia Solution and Ethyl Acetate. After removal from containers and wiped off, lasts showed neither shrinkage nor swell.

Here's good news for shoe factory management! Last shrinkage and swelling (and all the dimensional woes that go with it) has now been practically eliminated with Slide-O-Glaze — United Last's new *protective* finish.

Slide-O-Glaze is an especially formulated product resulting from two years of exhaustive research and testing in the laboratory and under practical shoe factory conditions. It resisted chemicals, moisture, steam and friction. It withstood the application of heat, physical abuse and time. Now, right from your nearest United Last branch you can get lasts far more dependable in all dimensions . . . lasts that are easier to work with due to the toughness and durability of this improved finish.

Get protection for the style contours and fitting qualities in the next lasts you buy . . . get Slide-O-Glaze finish on United Lasts. For complete information write or call United Last Company, Boston, Massachusetts.

*Available on men's, women's and children's lasts.



Application of Slide-O-Glaze at our Fitz Bros. Branch. Similar facilities are available at all seven United Last Company Branches.

UNITED LAST COMPANY
BOSTON, MASSACHUSETTS

"Slide-O-Glaze" — Lasts for the work life of the last



Miss Helen Moulton, R.N., industrial nurse of Portsmouth, Ohio, has worn this shoe for over a year. The shoe shows hard wear but note the linings — still tight, still smooth as this unretouched photo shows. Miss Moulton states: "These shoes and others I've had like them don't develop wrinkled or loose toe linings. In my work it just wouldn't do."



CELASTIC*

Proves Itself Again and Again

Celastec gets the toughest tests in shoes worn by people who are on their feet a lot. Such examples afford proof that wherever shoes are sold, if they're made with Celastec they have these four salesworthy features:

- wearer assurance of toe comfort
- a box toe that won't discolor hose
- preservation of toe shape
- the means of building brand preference and repeat sales

With Celastec Box Toes there's a permanent bond of doubler and lining to form a light but durable toe structure. The character in the toe of a last is reproduced accurately. Few items add so much to a shoe's value — help so much in establishing an ever increasing list of satisfied customers. In shoes with Celastec, the toe linings stay wrinkle-free and sag-free — assure toe comfort *without* question.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



*"CELASTIC" is a registered trade-mark of The Celastec Corporation

NEWS QUICKS

About people and happenings coast to coast

Massachusetts

• **Newbury Shoe Co.**, Newburyport, is not contemplating a move to Manchester, N. H., or elsewhere, according to Simon Shain, general manager. Shain denied all rumors that the company was not satisfied with its present location. The company, which employs more than 400 workers, started operations in Newburyport over two years ago.

• **D. R. Campbell Machinery Co.**, manufacturer of shoe and specialty nails, reports the election of the following officers: William M. Campbell, president; James W. Campbell, treasurer; and John F. Asmus, vice president.

• Purchasing agents of the **Thailand** Government visited Massachusetts shoe factories this past week seeking to place orders for Army shoes. Among the companies visited were Heywood Boot & Shoe Co. and Worcester Shoe Co., both of Worcester.

• **Business of Daggett & Alter, Inc.**, Haverhill maker of soles and toplifts, has been sold by holder of chattel mortgage, it is reported.

• **American Resinous Chemicals and American Polymer Corp.** have announced the appointment of **Vulcan Sales Co.**, Kansas City, Mo., as sales agents to cover Iowa, Nebraska, Kansas, Oklahoma, Northern Texas and Western Missouri.

• The **New England** shoe and leather trades will sponsor another "Jimmy Fund" drive within the industry this year, according to Louis Kleven and Raymond O'Shea, co-chairmen of this year's campaign. Last year's campaign established the Blood Transfusion Laboratory in the Children's Cancer Research Foundation in Boston. Trade members wishing to assist in the campaign may contact Maxwell Field, Committee treasurer, at 210 Lincoln St., Boston, during August.

New Hampshire

• **Parkhill Shoe Co.**, with main plant at Fitchburg, Mass., has started operations at its new auxiliary plant in a room in the grammar school building in Hillsborough, N. H. Approximately 30 women are employed in the plant.

New York

• **Advance Footwear Co., Inc.**, has been organized to manufacture shoes at 291 Broadway, New York City.

• Account of **Herbert Levine**, women's footwear, has been placed with Carl Reimers Co., Inc.

• Account of the **John Ward** division of **Melville Shoe Corp.** has been placed with C. J. LaRoche & Co. An active newspaper advertising campaign is planned for cities in New England and the North Atlantic States.

• **Copy Cats, Inc.**, has been organized to manufacture women's cemented shoes at 187 Greene St., New York City. Principals are M. Bandler, president; V. Cangro, treasurer; and A. Magnolo, secretary.

CIPEC BRAND

ITALIAN CHESTNUT EXTRACT

Solid and Powder

Made from Live Wood

Italian Stainless Sumac Crystals

TANEXCO, INC.

549 W. WASHINGTON BLVD.

Sole Agents

CHICAGO 6, ILLINOIS

but — what **YOU** want
is **Experienced Help!**

Get it—then—where you have the best chance to get it — through a classified ad addressed to the entire industry in **LEATHER AND SHOES!** Your "keyed" and confidential message will reach thousands of executives. **L&S Want Ads** have placed many top men in suitable positions.

LEATHER and SHOES

300 WEST ADAMS ST., CHICAGO 6, ILL.

MARDOL
SULPHONATED OILS
and
FAT LIQUORS
QUALITY AND UNIFORMITY
MARDEN-WILD CORP.

800 Columbia St., Somerville, Mass.
MARDEN-WILD of CANADA, LTD. HALIFAX, N. S.

• **Florentine Shoes, Inc.**, 140 W. Broadway, New York City, shoe manufacturer, is reported to have called a meeting of creditors.

• **Vincent F. Melchore** is now New York sales representative for Flexicote, Inc., Dellawanna, N. J., combiner and backer of shoe and slipper materials.

• Dividend checks of 75 percent are being mailed to creditors of **Progress Shoe Co., Inc.**, Brooklyn footwear manufacturer, it is reported.

• **Anthony Falco**, lasting and making room foreman, formerly with Langerman Shoe Corp., of Brooklyn, is now with Triple Novelty Footwear Co., Maspeth, L. I.

• **Abraham Mackler** is head of the newly-formed **Modern Footwear Corp.**, Brooklyn manufacturer of men's and women's soft-sole slippers. The firm is located at 415 Bedford Avenue.

• Cutting room foreman **Murray Miller** has joined Shapiro & Silverstein, Inc., New York manufacturer of California process footwear.

• **Peter Bevelacqua** has resigned as designer and pattern maker at Capitol Shoe Co., Inc., Brooklyn, to join Jaycee Footwear, Inc., of Hempstead, L. I. The firm manufactures women's California and cement process footwear.

• Another new firm in Brooklyn is **Incorporated Shoemakers of America**, which will make soft-sole slippers at 2463 Stillwell Ave.

• **Greene Slipper Co.** is moving from 751 Broadway, New York City, to 91 Third St., Brooklyn.

• **Michael Ashley**, formerly with Skippy Footwear Corp., Hazleton, Pa., has joined the staff of Irval Footwear Corp., Brooklyn, it is reported.

• Assignee's sale of assets of **George-Morris Handbag, Inc.**, New York handbag manufacturer, realized approximately \$4,000, it is reported.

• Schedules filed by Harold Nevins and Louis Levitch, trading as **Biltwell Bags**, in New York City, show liabilities of \$5,947 and assets of \$1,164, it is reported. The concern made an assignment for the benefit of creditors last March.

• **Sam Gruber** is now with Model Footwear Co., Inc., of Brooklyn. A veteran designer and factory superintendent, Gruber was superintendent of Intercall Slipper Co. for many years. Model Footwear Co. makes children's pre-welts and slippers.

Pennsylvania

• Directors of **Densten Felt & Hair Co., Inc.**, Philadelphia manufacturer of hair felt and other products, have voted to dissolve the corporation and the company has filed application for dissolution.

• **Paul A. Stuart**, shoe designer, formerly with Nova Shoe Co., of Haverhill, Mass., has joined the staff of Pearl-Preview Shoe, in Philadelphia, it is reported.

• **Universal Leather Co.** has been organized to tan sheep leathers at 4001 Paul St., Philadelphia. Authorized capital is \$50,000.

Missouri

• **International Shoe Co.** is reported reopening its plant in Jefferson City. Some 30 persons are now employed there in preparing the assembly line and it is planned to employ between 250-300 workers under full production.

• **Brown Shoe Co.** has announced plans to enlarge its Owensville plant by building an addition north of the present plant. The addition will provide some 10,000 more square feet of working space and room for another 100 workers.

• Work has begun on an addition to the **Omega Shoe Co.** plant in Pacific, it is reported.

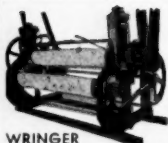
• **Leo H. Snyders**, formerly associated with Milius Shoe Co., has organized Snyders Shoe Co. at Chaffee to make women's sliplasted casual shoes. The firm is a Missouri corporation and is now clearing papers with the Secretary of State of Missouri, according to Snyders. Authorized capital is reported at \$100,000. Officers are: Snyders as president and treasurer and Roy Losito as vice president and secretary. Production was scheduled to begin on Aug. 4 with capacity of 1,000 pairs daily. Snyders will continue as partner in Snyders-Smith Leather Co.

WRINGER FELTS

F. C. HUYCK & SONS
Kenwood Mills, Rensselaer, N. Y.

For long life and best all-round results
specify **KENWOOD WRINGER FELTS**

for your: Stehling Continuous Feed
Leather Wringer Machine • Stehling Combination
Putting Out and Leather Wringer • Quirin Wringer



WRINGER

THE only successful press that prepares Sole Leather for drum Sole Leather tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
Clean, New York

BEWARE OF SUBSTITUTES FOR

TACCO
SOLUBLE CLAY
THERE IS ONLY ONE "TACCO"



THE AMERICAN COLOR & CHEMICAL CO.

Sole Distributors to the Leather Industry
172-176 Purchase Street
Tel. LJ 6071 Boston, Mass.

T A B E R T A N N E R Y P U M P S

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

TABER PUMP CO.
300 Elm St. (Est. 1859) Buffalo 3, N. Y.

8-241

NEW DEVELOPMENTS

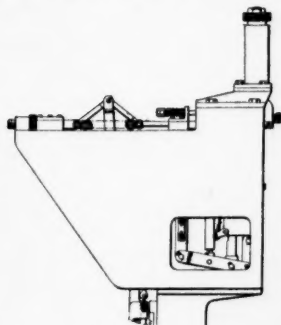
(Continued from Page 10)

The indenting, too, is gas-heated, the only acceptable manner to date. And this machine is inexpensive to operate.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,574,611.

AUXILIARY TOE-LASTING MACHINE

This machine promises to relieve the need for toe wires and tacks in the toe-lasting operation of Goodyear Welts. It is not a lasting machine in the usual sense, but is one that completes the operation after the conventional Toe-Lasting machine has done its job. In short, rather than



take time to place a wire and tacks at the end of the usual toe-lasting, the shoe is removed to the machine illustrated here. Through the use of articulated wipers, and a wiper presser, heated, the shoe is retained long enough in the machine to assume permanent toe shapeliness without the use of wires and tacks.

Though this is an extra machine, it is one that saves time and skilled labor. It also speeds up production through avoidance of needle breakage and subsequent tack and wire pulling.

The machine has other important possibilities in the molding of uppers over forms for California and Pre-Welt constructions.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,575,436.

COMBINATION STITCHDOWN LASTING MACHINE

The machine is actually a toe-lasting machine for Stitchdown work. It combines the two major operations of pulling-over and bedlasting of the toe.

In actual operation, the shoe is placed in the machine in upright position, not inverted as is the usual custom in conventional pulling-over. Once securely jacked, the first function of the machine is to pull over the upper by the use of side and toe pincers. When the upper has been

pulled over, or pulled outwardly and down sufficiently, the machine sends in a wiper arrangement that takes hold just as the pincers release and retract.

Another interesting feature of the machine lies in the exact spotting of the shoe so as to minimize any dam-

BICHROMATES

FOR THE LEATHER INDUSTRY

for purity, uniformity, full weight, specify

"NATURAL"

BICHROMATE OF SODA

BICHROMATE OF POTASH

NATURAL PRODUCTS REFINING CO.
902 GARFIELD AVE., JERSEY CITY 5, N.J.

MP-108

DYEWOOD AND TANNING EXTRACTS

SUMAC • QUEBRACHO • GAMBIER
FUSTIC • MYRABOLAM • HYPERNIC
HEMATINE • WATTLE • TANNIC ACID

**YOUNG EXTRACTS HAVE BEEN SERVING THE
INDUSTRY FOR MORE THAN 80 YEARS**

the **J. S. YOUNG CO.**

2701 BOSTON ST., BALTIMORE 24, MD.
PHILADELPHIA, PA. • CHICAGO, ILL.
PATERSON, N. J. • BOSTON, MASS.

Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil

**Paul Gallagher
& Co., Inc.**

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

age to the upper. The feature stressed here is a special pair of fingers that spot the position of the last without damaging the upper.

With this new machine there is no need to set the wipers by guess for the different sizes, and then to revolve the machine several times to guess if the wiper setting is correct. A calibrated adjusting guide does all this work accurately.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,524,882.

Quality Service
SINCE 1887

QUEBRACHO
LIQUID POWDER
WATTLE · CHESTNUT

TANNERS EXTRACTS
IMPORTERS AND
MANUFACTURERS
STANDARD
DYEWOOD
COMPANY, INC.
40 LOCUST STREET
MEDFORD, MASSACHUSETTS

BUCKLES BY
ORMOND
Roller-Non Roller
Steel or Brass Base
Graceful lines Smooth metal work
Fine finishes Formed tongues

Gilt Bronze
Nickel Gunmetal Colors
Representatives in all centers

Complete line **Ormond** Write for Samples
MANUFACTURING COMPANY

3325 Hudson Ave. Union City, N. J.

WATERPROOF ZIPPER

This new plastic slide fastener, sans teeth, is waterproof, airtight, dust-proof and rustproof and can be used on overshoes, tobacco and cosmetic pouches, garment bags, fishing and yachting equipment covers, beach carryalls, diaper bags, and many other items in which metal teeth are not desirable. Tests are also being made for its possible use on men's trousers and other garments.

Because it has no teeth, the zipper, extruded from vinyl plastics, cannot sag. Thus it can be used on many items hitherto unadaptable to zipper closures.

Although the patent originated in Africa, development in the U. S. has resulted in several new types of nylon sliders.

Source: Flexigrip, Inc., New York, N. Y.

Wisconsin

• Some 400 employees of **Amity Leather Products Co.**, West Bend, went out on strike last week after the firm had granted an eight-cent wage increase but refused to make it retroactive. Contract with United Auto Workers, AFL, expired last February. The strike was the first in the firm's 37 years of operation, according to Robert H. Rolfs, president.

Arkansas

• **Ed White Junior Shoe Co.** has begun construction of a \$100,000 addition to its factory at Paragould. The company, which employs 300 persons, will double its staff if orders warrant it, according to Ed White, president. It has been operating since Sept., 1937.

Wanted — Shoe Chemicals Salesman

Established blacking house desires the services of a thoroughly experienced man for the State of Maine. Must be familiar with finishing room methods. Prefer man with at least five years' experience calling on shoe factories with a complete line of upper leather, sole, edge, and bottom finishes. Also latex cements. State all particulars in first letter. All replies confidential.

FAULE CHEMICAL CORP.
102 ARLINGTON AVENUE
CHARLESTOWN 29, MASS.

Deaths

Walter D. Dalsimer

... *shoe merchant*, died July 30 of a heart attack while on vacation in East Gloucester, Mass. He was a retired partner in the firm of S. Dalsimer & Sons, Philadelphia shoe merchant, and made his home in the city. Surviving are his wife, Beatrice L.; and a son, Paul.

Hubert R. Manley

... 78, retired *shoe manufacturer*, died Aug. 1 in Lynn, Mass. He was formerly president of Bender Shoe Co., in Lynn, and had been active in the shoe industry for many years. Manley was a member of Mason Aleppo Temple Shrine and the Knights of Pythias. He leaves his wife, Mary; a sister, Mrs. Henrietta Ellis; and four nephews.

George E. Brittain

... 72, retired *shoe machinery inventor*, died Aug. 2 in a Lynn, Mass., hospital after a long illness. A native of Fredericton, New Brunswick, he lived in Lynn for 27 years. He was very well known in shoe circles as an inventor of shoe machinery. Surviving are a son, Firth; a daughter, Mrs. Evelyn Wilson; two brothers and a grandson.

Karp Rosenberg

... 80, retired *leather merchant*, died July 26 at his home in Pittsburgh, Pa. He had been active in the leather sales industry for many years and was well known in local trade circles. He leaves two sons, a daughter and three grandchildren.

Harry C. Rose

... *leather executive*, died last week at his home in Worcester, Mass. A native of Worcester, he owned the former H. C. Rose Cut Sole Co. there for many years. He sold the firm in the late 1920's and later managed the cut sole department of Rice & Hutchins Leather Co. in Boston for several years.

(Other deaths on Page 34)

THE WOBURN MACHINE COMPANY
HIDE AND LEATHER MACHINERY
PROMPT SERVICE ON MACHINERY REPAIRS

TEL. WO-2-0330

201 MAIN ST., WOBURN, MASS.

CLASSIFIED ADVERTISING

Wanted and For Sale

Hides, Skins & Goat Hair From India — Regularly

5,000 Buffalo Hides 45,000 Goat Skins
5,000 Cow Hides 30 Tons Goat Hair

AARON DOREMAN

808 Bailey Building, Phila. 7.
Tele: Kingale 6-0736 (9 to 10 A.M.)

Cash Buyers of All Grades of Animal Hair

Horse and Cattle Tails
Horse and Cattle Tail Hair
Mane Hair — Hog Hair

KAISER-REISMANN CORP.
230 Java St., Brooklyn 22, N. Y.
Telephone: EVergreen 9-1032-3

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty
E-4 19 Pingry Place, Elizabeth 3, N. J.
ELizabeth 3-7336

Machinery for Sale

3 Tanning drums, 10 x 8 ft., wood cypress 3" thick, gear, pinion and steel mounting; 1-72" Setting-out Aulson machine; 1-72" Model F. Stehling fleshing machine; 2-Solution tanks w/agitator, 5 x 7 1/2 ft. 3" cypress; like new, all used 2 months. A. L. Luyat, P.O. Box 178—22nd St., St. Petersburg 3, Fla.

Rubber Half Soles or Taps

CLOSEOUT 250,000 pairs—sizes 6 to 11—1st quality. 80 pairs per carton. Wire strapped TOP BRANDS.

SAMPLES OR SAMPLE CARTON
ON REQUEST

PRICE 12 1/2¢ per pair, subject to prior sale.
WM. LAPOTEN CO., INC.
66 West Broadway, New York 7, N. Y.

FOR SALE

TANNERY — FULLY EQUIPPED

Glove—Garment and Specialty Leathers
CAPACITY—300 to 400 Dozens
Per Day

EXCELLENT A-1 CONDITION

- 1—NEW BOILER AND WATER SYSTEM
- 2—NEW ELECTRIC SYSTEM
- 3—OWN WATER SUPPLY

Personnel May Be Retained

Principals only please: Apply
H-1, c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Help Wanted

Service Representative

PREFERABLY EXPERIENCED in selling finishes to shoe factories or familiar with the use and application of shoe finishes. Please state experience, age, and salary expected. Address G-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPE PUBLISHING CO.
300 W. Adams St. Chicago 6

Salesman

GOOD OPPORTUNITY for man 25 to 35 years of age, to join sales staff of important tanning materials importing and processing concern. Must have some knowledge of tannery operations. Salary open. Address H-2, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Superintendent Wanted

We need an exceptionally able man to take full charge of production in new N. E. plant making moderate priced line of Littleway sports. Must know considerable about patterns and general mechanics of such a plant. Must be able to hire good Foremen and keep them happy and up to the minute on latest methods. Apply Box A-1, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Situations Wanted

Stitching Room Foreman

With 22 years experience. Able to take complete charge. Best of references. Will go anywhere. Write Box Z-8, c/o Leather and Shoes, 10 High Street, Boston, Mass.

Tanner and Supt.

30 YEARS EXPERIENCE in tanning and currying of vegetable belting sole leather. Short tannage, good yields, low cost. Chrome and chrome retan belting, sole, glove leather for work gloves, lace leather, hair-on, jacking chrome, hydraulic, side leather. Can go any place. Best of references. Address G-16, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Stitching Room Foreman

Available immediately. Long experience, capable. Prefers affiliation with women's shoe factory in Greater Boston area. Write Box Z-9, Leather and Shoes, 10 High St., Boston, Mass.

Tannery Technician

TANNERY TECHNICIAN seeks position with reputable firm. Has over 30 years experience in tanning, dyeing and finishing of all types of vegetable tanned leather. Address G-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Schaefer SHOE CEMENTERS

Practical for
SOCK LININGS — VAMPS —
BOX TOES — INNERSOLES —
LININGS — HEEL PADS



7" & 11"
WIDE

FREE
TRIAL

Speedy! Versatile! Efficient! Schaefer Cementers completely and uniformly latex die-cut pieces of leather, cloth, faile, leatherette, fibre and paper. Convenient. Patented. Quick disassembly for cleaning.

SCHAEFER MACHINE CO.

57 Carbon St., Bridgeport, Conn.

New York City—LE-2-2010

PHONES: Bridgeport 68-2250

Boston—ARlington 5-8096

Agents in principal cities

LEATHER SPECIALTIES PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H.

GRISWOLD

14 Franklin St.

Salem, Mass.

SPECIAL MACHINERY FOR

WELTING For
RANDS Over
HEELS 50
Years

THOMAS BOSTOCK & SONS
BROCKTON, MASS.

Coming Events

Aug. 18-21, 1952 — Annual Show of Leather Goods and Luggage Manufacturers of America, Inc., Palmer House, Chicago.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 5-9, 1952—Advance Boston Shoe Show, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston, ad member showrooms.

Oct. 6-8, 1952—Annual Convention of the Industrial Research Institute of Canada, Montreal, Quebec, Canada.

Oct. 22, 1952 — National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 9-12, 1952 — Spring Shoe Show, The Southwestern Shoe Travelers Association, Hotels Adolphus, Baker and Southland, Dallas, Texas.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

Deaths

Julian B. Hatton, Sr.

... 53, leather manufacturer, died Aug. 3 in a traffic accident while riding in a taxi on U. S. Route 16, two miles east of the Kent-Ionia County line. Once of the nation's leading tanners for many years, Hatton was president and general manager of Eagle-Ottawa Leather Co., Grand Haven, Mich. At the time of his death, the elder Hatton was completing a trip to Buffalo, N. Y., where his son, William L. Hatton, was undergoing an emergency operation for appendicitis.

In addition to his widespread activities in the leather industry, Hatton was a director of various other firms including Michigan Brass Co. and the Grand Haven State Bank. For many years he was a prominent layman in the West Michigan Diocese of the Episcopal Church, a member of the Chamber of Commerce, the Rotary Club, Spring Lake Country Club, and a well-known patron of the arts. Hatton was graduated from Harvard College in 1920 and joined his father, who founded the leather firm. He was a varsity football player in college.

Surviving are his wife, Charlene L.; three sons, William L., Harry and Julian B.; his mother, Mrs. William Hatton; a sister, Mrs. E. O. Harbeck; and three grandchildren.

(Other deaths on Page 32)

Index to Advertisers

Ajax Machine Co.	23
Amalgamated Leather Co.	23
American Color & Chem. Co., The	30
American Extract Co.	26
Apex Chemical Co.	25
Armour Leather Co.	21
Avon Sole Co.	2
Bostock, Thos., & Sons	33
Calzado y Teteria	8
Crompton-Richmond Co., Inc.	17
Gallagher, Paul, & Co., Inc.	31
Griswold, George H.	33
Harvard Coated Products Co., Inc.	
Front Cover	25
Haskell-Hall, Inc.	25
Huch Leather Co.	13
Huyck, F. C., & Sons	30
Leatex Chemical Co.	24
Lincoln, L. H., & Sons, Inc.	24
Lloyd Laboratories	25
Lynn Innersole Co.	22
Marden-Wild Corp.	29
Mutual Chemical Co. of America	9
Natural Products Refining Co.	31
Ormond Tool & Mfg. Co.	32
Orthmann Laboratories, Inc.	8
Paper Package Co.	19
Proctor & Schwartz	11
Quirin Lea. Press Co.	30
River Plate Import & Export Co., Inc.	34
Robeson Process Co.	34
Rueping, Fred, Leather Co.	35
Schaeffer Mch. Co.	33
Schlossinger & Cie Ltda.	31
Seton Leather Co.	22
Socony-Vacuum Oil Co.	5
Solvay Process Division, Allied Chemical & Dye Corp.	10
Standard Dyewood Co.	32
Taber Pump Co.	30
Tanexco, Inc.	29
Taylor, Thos., & Sons, Inc.	Back Cover
Thompson Shoe Products, Inc.	3
Turner Tanning Mch. Co.	18
United Shoe Machinery Corp.	7, 27 and 28
Whittemore-Wright Co., Inc.	25
Woburn Machine Co.	32
Young, J. S., Co.	31

SOLID **LIQUID** **POWDERED**
STANDARD BRANDS SM "PUREX"
 SMS SMS

**QUEBRACHO
EXTRACTS**

THE
RIVER PLATE
IMPORT AND EXPORT CORPORATION

CHRYSLER BLDG., 405 LEXINGTON AVE., NEW YORK 17, N.Y.

IIIIII
• **SPRUCE EXTRACT**
IIIIII
• **POWDERED SUPER SPRUCE**
IIIIII
• **LACTANX**
IIIIII

ROBESON
PROCESS COMPANY

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT
Erie, Pa.

Tomahawk

COLOR No. 54



Leather Always Adds
that Extra Touch
of Character.



Lustrous TOMAHAWK . . . tanned the Rueping way . . . is truly a versatile leather. You'll find Tomahawk in dress shoes, "mocs", loafers, slip-ons . . . or almost any type you may name. It is featured here in a handsome "Cas-u-elt" styled by Hill Bros. Co. of Hudson, Mass. Send today for samples of new colors in our popular aniline-finished Tomahawk.

STYLE NO. 101

HILL
Cas-u-elt Process
Patent Pending

HILL BROS. CO.
HUDSON, MASS.

RUEPING

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U. S. A.



...STRIKING...

Exceptional

SPARKED BY

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